

ANADOLU SİGORTA

Financial Results
3Q18

Conference Call
October 31, 2018



- *Highlights of Sector*
- *Highlights of Anadolu*
- *Premium production*
- *Market Share & Rank*
- *Branch Technical Results*
- *Profitability*
- *Growth Performance*
- *Core indicators*
- *Financial statements*
- *Investment portfolio*
- *Q&A session*

- Pool effect in premium growth
- MTPL strategies
- High financial income environment

	18M9		17M9		
	GPW (mn TRY)	Share	GPW (mn TRY)	Share	
Allianz	4.121	12,1%	Allianz	3.610	12,7%
Anadolu	4.078	12,0%	Anadolu	3.331	11,7%
Aksigorta	2.446	7,2%	Axa	2.096	7,4%
Axa	2.294	6,7%	Mapfre	1.994	7,0%
Mapfre	1.891	5,6%	Aksigorta	1.756	6,2%
Top 10	22.062	64,8%	Top 10	19.024	67,0%
Sector	34.061	100,0%	Sector	28.420	100,0%

19,9%

Premium Production – Sector (mn. TRY)

BRANCHES	18M9	17M9	Change (YoY) (%)
MTPL	11.484	9.189	25,0
MOD	5.437	4.860	11,9
Health	4.436	3.599	23,3
General Losses	4.097	3.430	19,4
Fire	4.772	4.077	17,1
Accident	1.314	1.217	8,0
General Liability	988	731	35,1
Marine Transportation	589	471	25,0
Financial Losses	237	230	2,9
Watercraft	225	162	38,9
Credit	193	137	41,4
Other	289	316	-8,6
TOTAL	34.061	28.420	19,9
MTPL *	9.809	8.536	14,9
TOTAL *	32.386	27.766	16,6

* Indirect pool Premium excluded (1.675 mn TRY)

- Increasing Premium Production

(mn TRY)	17M9	18M9	YoY(%)
Anadolu	3.331	4.078	22,4
Sector	34.061	28.420	19,9

- Premium Production – *MTPL Excluded*

(mn TRY)	17M9	18M9	YoY(%)
Anadolu	2.381	2.943	23,6
Sector	19.231	22.577	17,4

- Improving financials

(mn TRY)	17M9	18M9	YoY(%)
Gross Profit	139	349	152
Net Profit	99	232	135

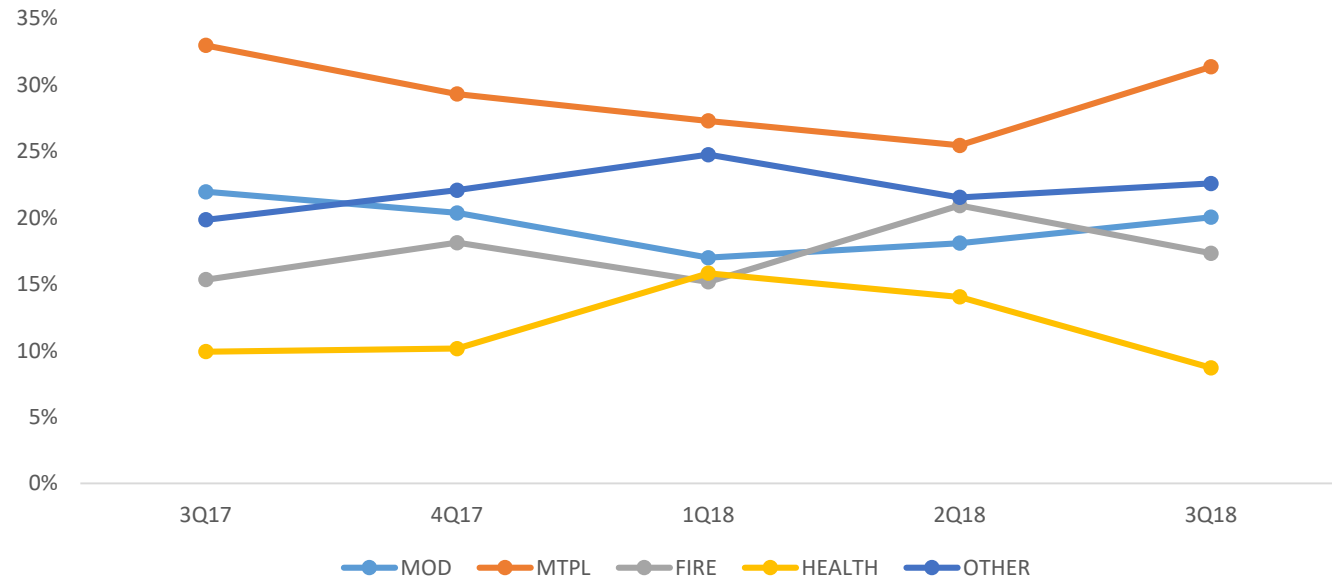
- Premium Increase In Health Branch

(mn TRY)	17M9	18M9	YoY(%)
Earned Premiums	330	435	32
GPW	402	532	32

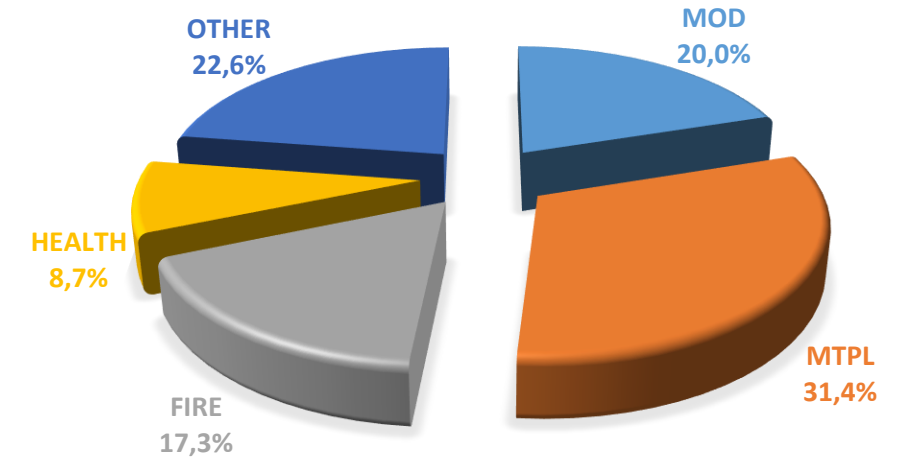
Premium Production (mn TRY)

	17Q3	17Q4	18Q1	18Q2	18Q3	YoY(%)
MOD	219	273	234	268	244	11,4
MTPL	329	393	376	377	382	16,1
FIRE	153	243	209	310	211	37,9
HEALTH	99	136	218	208	106	7,1
OTHER	198	296	341	319	275	38,9
TOTAL	998	1.341	1.378	1.482	1.218	22,0

GPW Branch Breakdown



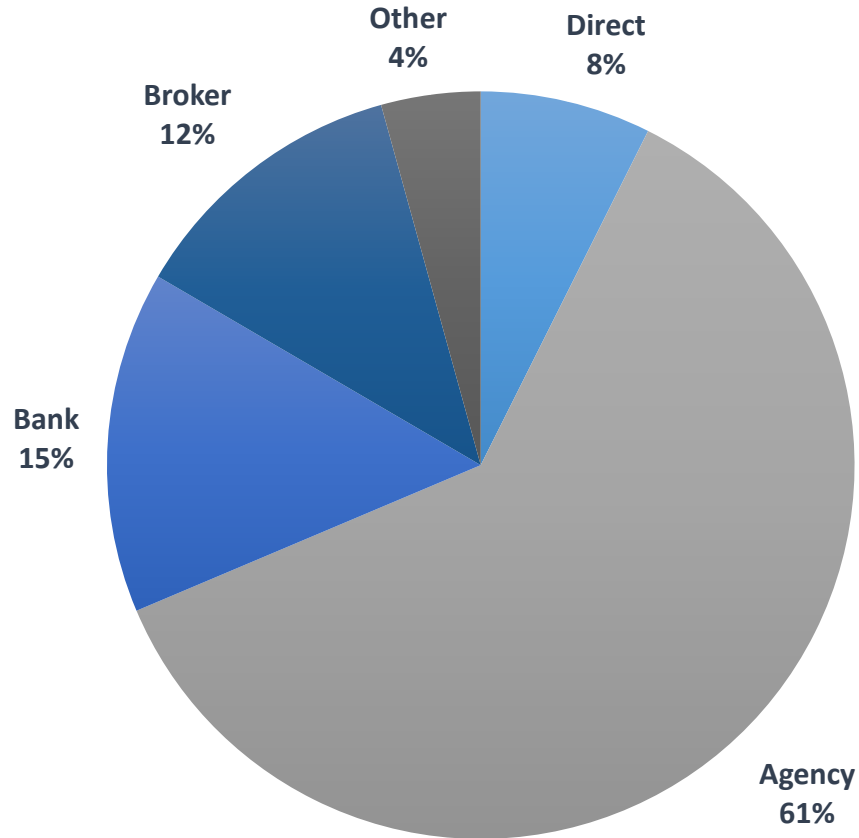
3Q18 Breakdown



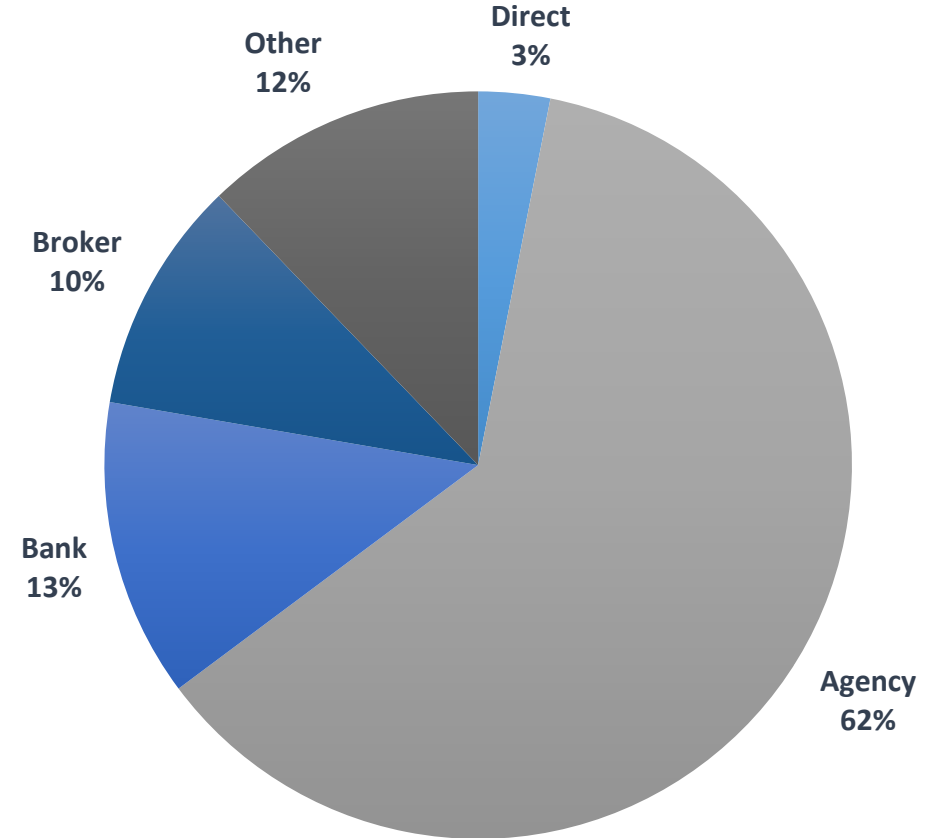
Market Share & Rank (mn. TRY)

BRANCHES	17M9	18M9	Rank 18M9	Market Share 18M9	Growth
MOD	680	746	1	14%	10%
Fire	570	730	1	15%	28%
General Liability	127	195	1	20%	53%
Watercraft	58	80	1	36%	40%
Aircraft	22	30	1	62%	33%
Aircraft Liability	19	19	1	32%	1%
MTPL	949	1.135	2	10%	20%
Health	402	532	3	12%	32%
General Losses	307	395	3	10%	29%
Other	197	216	--	--	10%
TOTAL	3.331	4.078	2	12%	22%

Premium Production - Sector



Premium Production - ANSGR



Accident

	18Q2	18Q3	Change
GPW	37,4	33,3	-11,0%
Earned Premiums	32,7	30,8	-5,8%
Claims (Net)	9,5	8,6	-9,5%
Claims Ratio	29,0%	27,9%	-3,8%

- Significant decrease in both net paid claims and claims ratio
- The most profitable branch

Health

	18Q2	18Q3	Change
GPW	208,0	106,4	-48,8%
Earned Premiums	146,8	156,7	6,7%
Claims (Net)	128,6	121,5	-5,5%
Claims Ratio	87,6%	77,5%	-11,5%

- Claims ratio on recovery trend

Land Vehicles

	18Q2	18Q3	Change
GPW	268,1	244,2	-8,9%
Earned Premiums	244,7	253,6	3,6%
Claims (Net)	187,9	236,8	26,0%
Claims Ratio	76,8%	93,4%	21,6%

- Increased repair and replacement costs due to depreciated TRY

General Losses

	18Q2	18Q3	Change
GPW	121,8	93,5	-23,2%
Earned Premiums	45,1	59,2	31,3%
Claims (Net)	44,5	49,0	10,1%
Claims Ratio	98,7%	82,8%	-16,1%

- Increasing earned premiums
- Recovery in claims ratio

MTPL

	18Q2	18Q3	Change
GPW	377,2	381,6	1,2%
Earned Premiums	231,5	247,2	6,8%
Claims (Net)	223,2	291,5	30,6%
Claims Ratio	96,4%	117,9%	22,3%

- Increasing reserves due to higher inflation
- Negative effect of depreciated TRY

General Liability

	18Q2	18Q3	Change
GPW	68,8	73,9	7,4%
Earned Premiums	23,1	33,9	46,8%
Claims (Net)	34,2	49,1	43,6%
Claims Ratio	148,0%	144,8%	-2,2%

- Strong premium growth and increasing earned premium



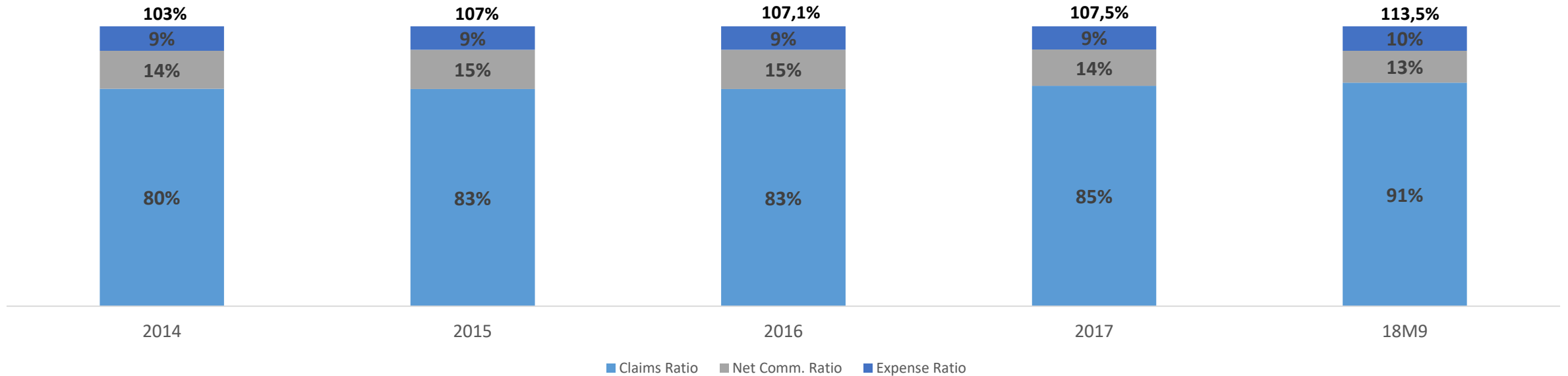
Fire

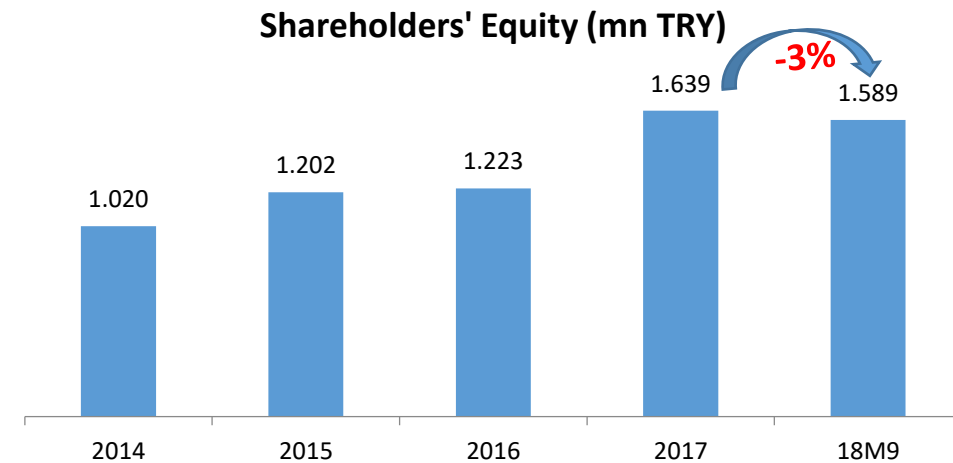
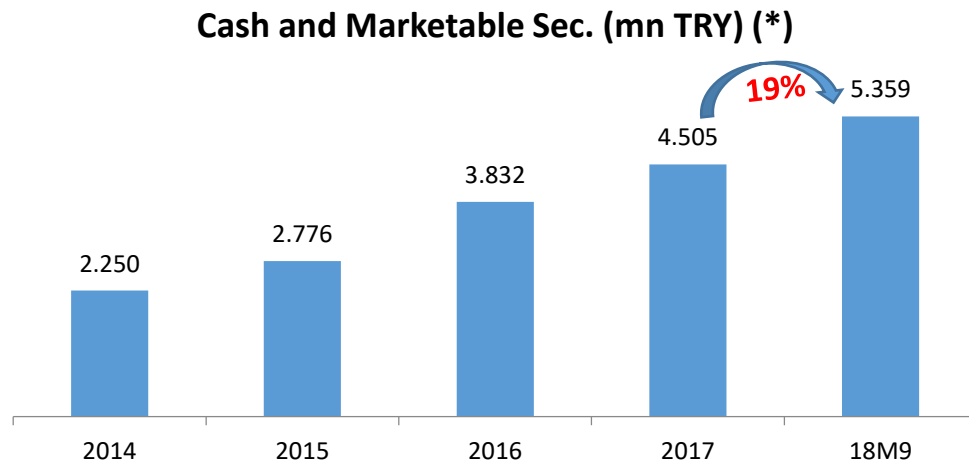
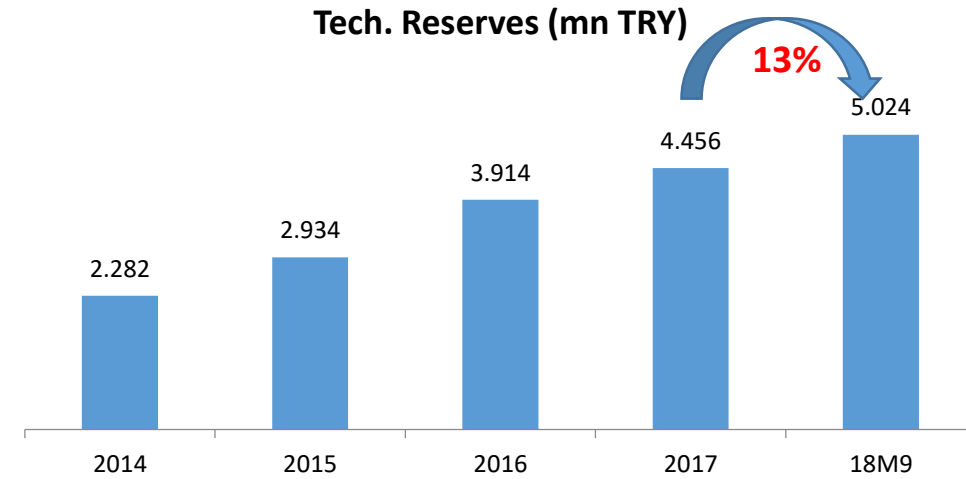
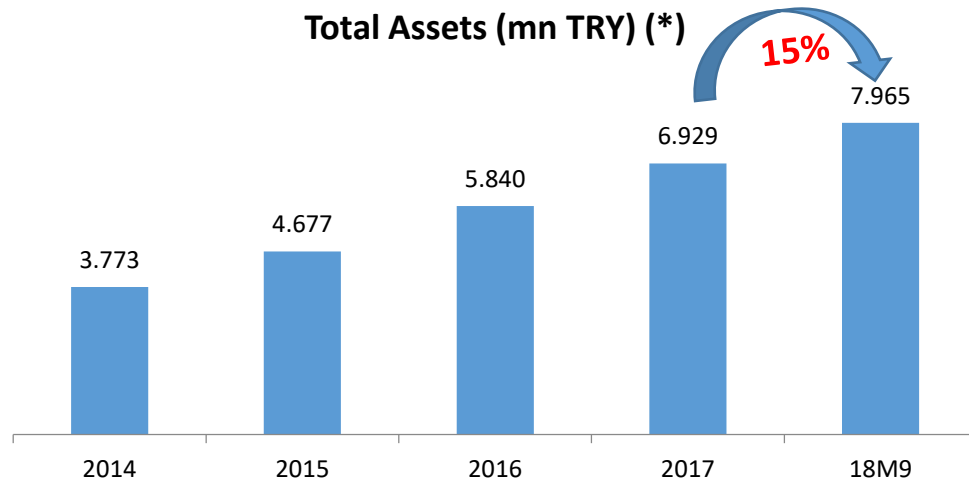
	18Q2	18Q3	Change
GPW	310,0	211,1	-31,9%
Earned Premiums	97,7	112,7	15,4%
Claims (Net)	71,5	115,0	60,8%
Claims Ratio	73,3%	102,1%	39,3%

- Increased outstanding reserves due to increase in foreign currency

Profitability – Combined Ratio

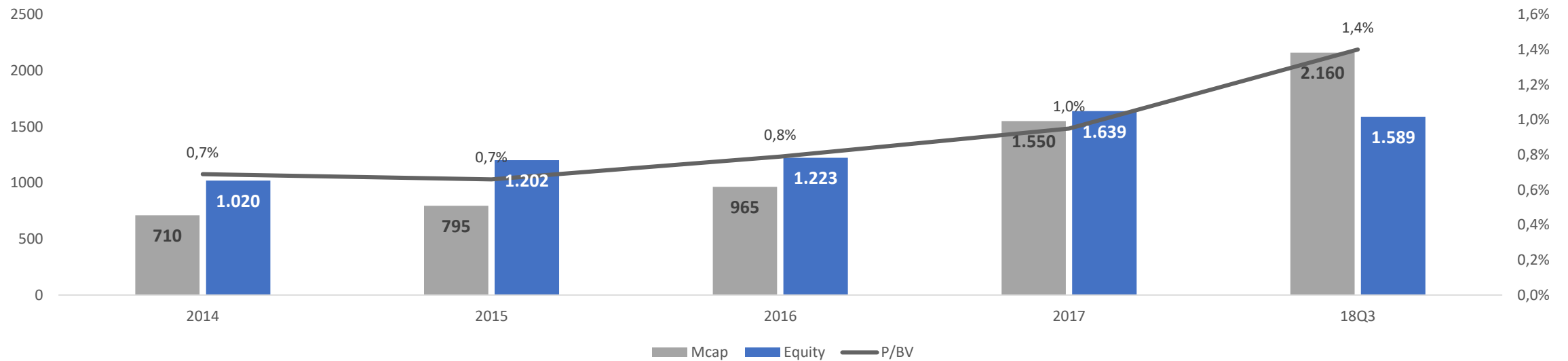
Combined Ratio	17Q3	18Q2	18Q3	17M9	18M9
MOD	110,6%	109,0%	119,2%	104,1%	108,9%
MTPL	117,2%	119,6%	131,4%	109,9%	123,9%
Fire	123,2%	106,7%	137,7%	114,5%	111,2%
Health	93,2%	111,3%	100,5%	108,4%	110,5%
P.Accident	64,6%	68,0%	66,8%	61,3%	70,4%
General Liability	180,4%	153,2%	152,8%	182,6%	153,0%
General Losses	163,8%	117,7%	99,9%	101,9%	108,1%
Total	112,4%	112,1%	120,4%	108,2%	113,5%





(*) Financial loan excluded for 2015, 2016 and 2017

(TRY)	18Q3	2017	Change (18Q3-2017)
Mcap	2.160mn	1.550mn	39%
Equity (Book Value)	1.589mn	1.639mn	-3%
P / BV	1,36	0,95	43%



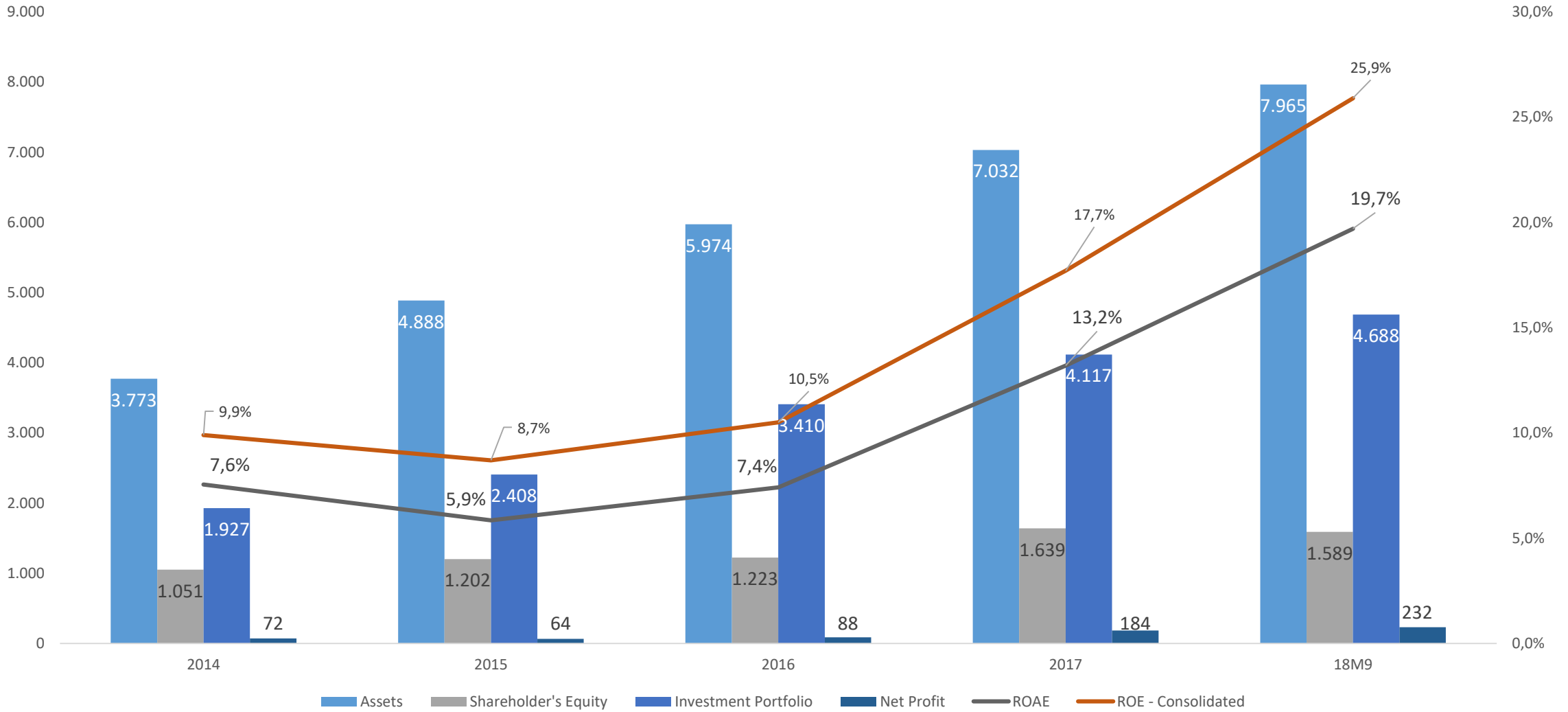
P&L	18Q3	17Q3	18Q2	Change (%) (YoY)	Change (%) (QoQ)
Tech. Income (*)	988	799	849	24%	16%
Tech. Expenses	-1.178	-898	-952	31%	24%
Net Financial Inc. + Other Exp. (*)	267	114	182	134%	47%
Deferred Tax	49	13	-9	277%	-644%
Gross Profit	126	28	70	350%	80%
Tax	-66	-15	-7	340%	843%
Net Profit	60	13	63	362%	-5%

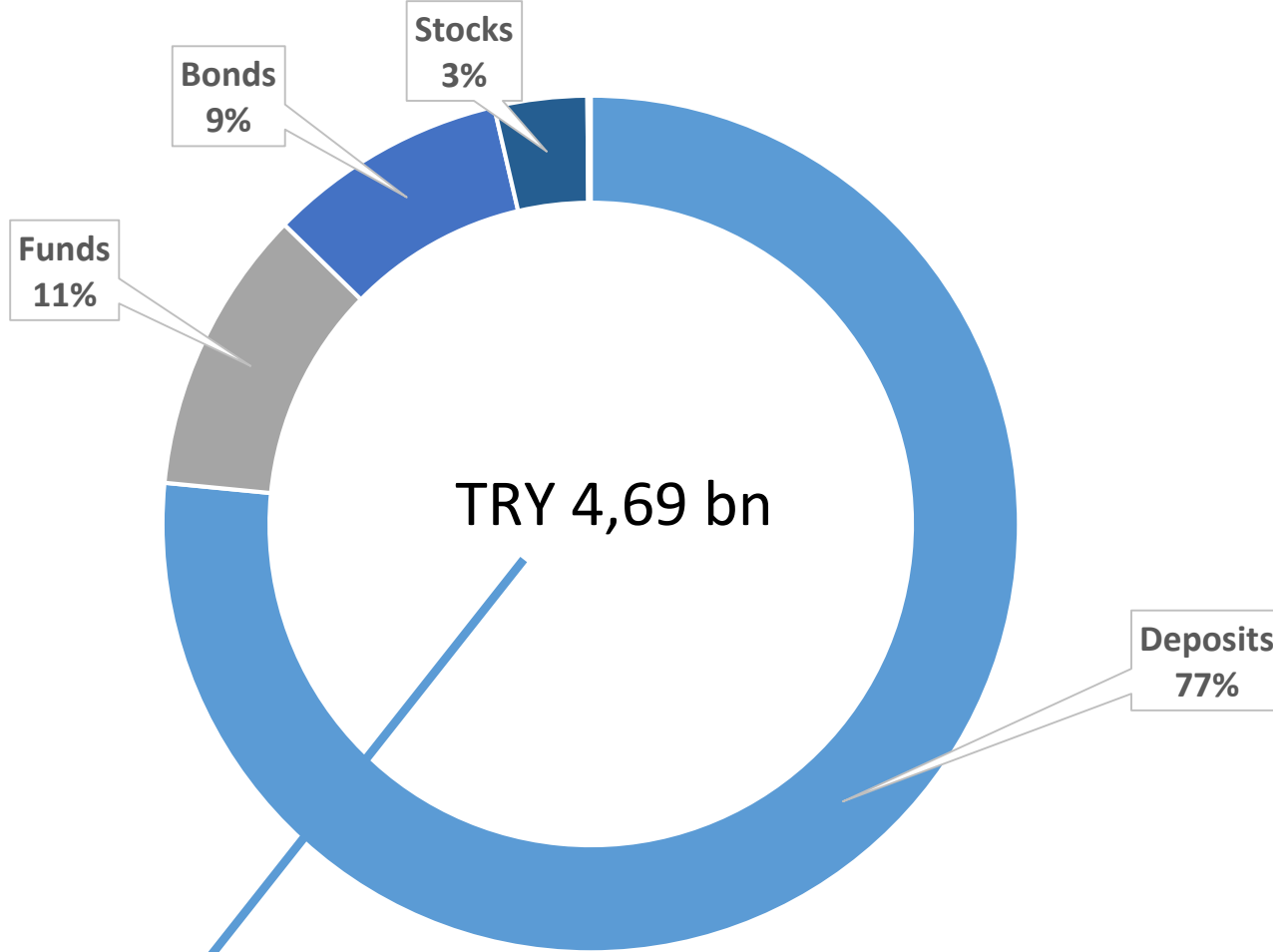
(*) Financial income transferred to technical division is excluded

P&L	18M9	17M9	Change (%) (YoY)
Tech. Income (*)	2.681	2.513	7%
Tech. Expenses	-3.037	-2.717	12%
Net Financial Inc. + Other Exp. (*)	650	326	100%
Deferred Tax	55	17	224%
Gross Profit	349	139	152%
Tax	-117	-40	193%
Net Profit	232	99	134%
<i>Income from subsidiary</i>	-34	-28	21%
Net Profit - dividend income excl.	198	71	179%

(*) Financial income transferred to technical division is excluded

Assets	30.09.18	31.12.17	Liabilities	30.09.18	31.12.17
Cash + Marketable Sec.	5.359	4.608	Technical Provisions	5.024	4.456
Equity Participations	559	690	Shareholders' Equity	1.589	1.639
Other Assets	2.047	1.734	Other Liabilities	1.352	937
Assets	7.965	7.032	Liabilities	7.965	7.032





❖ TRY 4,12 bn at 31.12.2017

In 18M9;

Dividend from ANHYT 34 mn TRY

Investment Income * 702 mn TRY

Average Portfolio Income ~ 20,1%

* ANHYT dividend excluded.

%98
YoY increase in
Investment
Income

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Q&A